



ALL ROADS LEAD TO ALEXANDRIA.

finding its apex at the summit of what the railroad men call a "hump." At this "hump" the cars are released and then turned into the proper tracks as they roll down the inclined plane. In this way the number of switch engines is reduced to the minimum. That the city at whose doors the transfer of these cars, from one section to another, is effected, should do its full share of the business they represent, is certain. The yards belong to a corporation which includes six great railroad companies, to wit: The Philadelphia, Baltimore & Washington—which means the Pennsylvania—the Richmond, Fredericksburg & Potomac, the Southern, the Chesapeake & Ohio, the Atlantic Coast Line, and the Baltimore & Ohio. They jointly represent 50,000 miles of track, reaching the most important trade centers and seaports of North America. This great exchange mart where cars from Northern lines are transferred to Southern lines, and vice versa, represent an expenditure of over \$2,000,000. Here is the Real Gateway of the South.

In the matter of freight rates to points within our territory, the city's only competitor is Baltimore. New York and Boston are not to be largely reckoned with, so far as rates are concerned. In some cases our city has a distinct advantage over Baltimore, and Maryland's metropolis is one of the most favored cities in the country, from the rate standpoint.

Alexandria is on the Potomac river, six miles south of Washington, D. C. Between the two cities the electric railway operates 125 trains, the steam rail lines run 54 trains, while there are 18 regular ferry trips, besides water transportation by various river boats.

The following railroads diverge at Alexandria for points north, east, south and west: The Southern Railway, the Washington Southern Railway, the Richmond, Fredericksburg & Potomac Railway, the Pennsylvania Railroad, the Chesapeake & Ohio Railway, the Atlantic Coast Line Railroad, and the Seaboard Air Line Railroad. Several steamer lines give direct connection between Alexandria and Norfolk and Baltimore, and freight is transferred to coast and trans-Atlantic steamers. Besides more than 100 steam and sailing vessels engaged in coastwise and ocean trade make Alexandria their home port.

The steamer lines directly engaged in trade with Alexandria are as follows: Norfolk & Washington S. B. Company, Old Point, Norfolk and Transatlantic business; Washington & Alexandria Ferry Line, between the two cities; Maryland, Delaware & Virginia Railway & S. B. Co. All river points, Baltimore and Transatlantic business; Washington & Potomac S. B. Co. All river points; Potomac Navigation Company, Washington, Vernon & Marshall Hill S. B. Co. Local business.

The total arrivals of all classes of boats at the harbor of Alexandria during the calendar year 1907 were as follows:

Steam vessels	126
Drawing 10 feet or more	3,820
Drawing less than 10 feet	4,877
Sailing vessels	96
Drawing 10 feet or more	96
Drawing less than 10 feet	94
Barges, flatboats, etc.	851
Total	10,508

The total tonnage in and out of the harbor of Alexandria last year was 387,454 tons, having a value of \$2,923,835. General merchandise landed in value. The list of articles was a long one, including coal, lumber, ice, fish, oysters, etc. The bottles from our glass factories shipped to nearly 19,000 tons, having a value of nearly a half million dollars. The number of passengers to go and come exceeded a half million.

The shipping advantages enjoyed by Alexandria can scarcely be overestimated, when taken into consideration with the available waterway for steamers and sailing vessels, and the fact that it is situated at the junction of these converging lines of travel our city has an unparalleled opportunity.

The country to the west and south of Alexandria is rich in metals, coal, timber, and everything else needed in manufacturing, and half a dozen railroads leading from the sources of these supplies traverse our streets and have their tracks extended to the ends of our wharves and the expansion of our shipping trade is merely a matter of time.

#### THE TONGUE OF THE CITY.

The Newspapers, Publishers, Printers, Book and News Dealers.

The Alexandria Gazette is now well into Volume CIX. The present Gazette building was erected in 1865 on the site of the structure which was burned in 1862 by the Federal soldiers. The bound files of the Gazette run back to the eighteenth century. In them can be found the death and funeral obituaries of Washington, the agitations which brought on the War of 1812-14, together with the important current and local events down to the present day. It had its revolutionary period, its days of the troubles incident to the wars from which the city suffered.

There are few older papers in the country, and it is doubtful if there is another in the same family for over a century, the present editor and publisher being of the third generation. Its management has ever been conservative, careful and has been foremost among the papers of the country. It is a member of the United Press and its columns not only contain the news brought by wire from all parts of the world, including market reports, but its local department contains every evening a complete history of home happenings. When the legislature is in session a synopsis of daily proceedings regularly appears. The aim of the publisher is to make the Gazette an up-to-date newspaper. The office building, on Prince street, a view of which is shown herewith, has been a landmark for two generations. The Gazette is an evening daily and its constituency fully covers the city, while its tri-weekly reaches well over the neighboring counties of Virginia. Former Alexandrians, now resi-

dents of other States and countries, are regular readers.

The Sunday Times, published by A. J. Wedderburn, is a bright publication devoted to the interests of Alexandria.

Notwithstanding the nearness of other large cities, Alexandria has very creditable book stores and newsstands, besides several very large printing plants, able, on short notice, to take care of anything that may come to them in their line. Not a little work for the business is printed under competitive bids. Our city directory is home printed, besides several magazines and periodicals for other cities are turned out by our local printing offices.

#### Robert Bell's Sons.

Robert Bell, of English birth, came to Alexandria in 1837, after having lived several years in Washington, and bought out the Morrison book and stationery house. About the time of the war printing office was added and the business has since continued after 1885, when the father died, by the sons, Charles and Lewis McK. This place of business, the green front, four-story building, at 119 S. Fairfax street, was one of the first in the city to have an iron front.

#### J. M. Hill.

Mr. Hill is one of the busy men of Alexandria. He has a well equipped printing office, is lessee of the opera house, and treasurer of the city. He is a native of the city, and never fails to push along its affairs, and serves the city at this time as vice president of the Board of Aldermen.

#### G. H. Ramey & Son.

The founder of this job printing office came to Alexandria from Altoona, Pa., in 1865, but did not open his plant until 1871, the management of which he passed, five years later, to his son, Horace, who is still in control with facilities for doing first class commercial, legal and book work.

#### Robert Barrett

is a native of Richmond, the son of an Episcopal rector; began life in newspaper work, having editorial experience in Atlanta and in New York City; went to the City of Mexico as general manager of the Southern Railway; established the Mexico City Daily Record, an evening paper; is now in the job printing business with a well equipped office.

#### S. F. Dyson & Bro.

This firm has been in the wholesale and retail book and stationery trade for 22 years. They keep everything in fancy and commercial stationery, blank books, periodicals and daily papers. Their store is a large depository of books used in the public schools.

#### A Model Book and Stationery Store.

R. E. Knight, whose store, on King street, is a repository of the good things and the best in his line, is a native of Alexandria. He began life as an apprentice boy in the office of the Alexandria Gazette, and after editorial experience with Washington, Philadelphia, and New York papers, returned in 1896, to his old home and took charge of the affairs, business and editorial, of the Washington Post, and so continued until his own business demanded his time and he gave up the editorial work. His success is evidence of what concentration of effort in caring for the wants of customers will do. If an article is called for, and it is not in the store, Mr. Knight will get it if it is on the earth.

#### THE MUSCLES OF THE CITY.

More Than a Start Has Been Made in Manufacturing.

The backbone of most of the great cities of America is manufacturing, and the amount of capital employed, of employees given work, of products manufactured and raw material consumed, goes a great way toward determining the standing and value of any city.

Manufactures mean buildings created, machinery bought and installed, skilled and unskilled labor brought into being, personalities of the community, families added to the population, voters to the government, pupils to the schools, customers to the retail stores, depositors to the banks, taxpayers to the public support, suppliers to the general public consumption and business to the railroads or other means of transportation. They also mean support to a growing suburban population, market to the farmer, the stock raiser, the fruiter, the trucker, the poultry man.

Several things are necessary to make a great manufacturing city—convenient raw material, adequate facilities for securing plentiful labor of adaptable quality, transportation facilities for moving the complete product, ready markets, healthy location, plentiful and moderate residence rentals. But these are not all. There must be besides, as an attraction to labor, good wages, school and church privileges, but above and beyond all and primarily there must be capital ready to invest and banking facilities willing to accommodate and liberal in their terms of doing.

Does Alexandria fill these requirements? Practically so. The whole South is tributary, by trains, covering the vast intervening country from here to the Gulf of Mexico and to the Mississippi River. Besides the steamers and sailing vessels come to our wharves from all parts of the world. Raw material is of easier access than it is to New England.

Alexandria has labor of all grades, and by the wages it is able to offer can draw as needed from other parts of the country. It is located in a spot naturally healthful and artificially improved to the highest state of sanitation. It has and is building abundant residences of moderate rental. It has churches of every prominent denomination and creed, schools and colleges,

hospitals, asylums and orphanages. It has as fine stores and markets as can be found anywhere in a city of her population. It has gas, electric light, parks, amusement houses, and it has in its banks and trust companies millions of capital ready for any safe investment, managed by safe, patriotic, clear-headed business men, who believe in Alexandria and stand ready to aid any trustworthy undertaking.

The development of manufactures in Alexandria is only begun, as the development of the country tributary to it is but beginning, not more than a small portion of its possibilities are as yet understood, as the knowledge of the earth's raw products and their possibility of utilization is in its infancy. It is worth yet to be in the grip of Mother Earth—in Virginia and other States of the South, and the soils of her surface that are as yet undreamed of, and these in time will be developed, and Alexandria will come to her right place.

The prices of fuel, due to closeness of supply, variety of same, competition of fuel companies, and the fact that boat lines, as low in Alexandria as in any city of its size in the United States, another argument for location of manufacturing plants and of residences here. The coal beds in the neighborhood of States that surround Alexandria are not yet developed, their value just beginning to be appreciated, while the clearing of tide water region must be complete before wood is beyond price, and no one is worrying about the fuel here. It is plentiful, cheap and convenient for all the manufacture, all the residence and public heating which even the wonderful growth of this city entails in the future, and with that we shall be satisfied.

There has seldom been trouble with labor organizations in Alexandria. There are various unions in this city, but their policy is one of peace, patriotism and prosperity. That they are determined to so conduct their affairs as to add in large measure to the community's advances, there is ample evidence. Perhaps, however, nothing demonstrates this fact so fully as the actual part they are taking in the conduct of the business of the city. It is generally known, that the roll of almost every union in the city contains the names of numbers of men who are not merely working-men, but are operators, managers and employers in their respective lines.

One large factory in the city is co-operative. There are fourteen or more separate ones in Alexandria, most of them, however, having centralized their interests in a Trades Council, of which Thomas A. Hulish is the active executive. The roster of the unions, exclusive of the Locomotive Firemen, of whom Harry Brown is secretary, the Locomotive Firemen, of whom S. J. Irby is secretary, the Electric Railway Employees, of whom Cecil Huffy is secretary, and the Railway Conductors, of whom W. B. Smithers is secretary, is as follows:

Alexandria Trades Council—Thomas A. Hulish, President; Wm. Wilkerson, Treasurer; J. J. Harrison, Secretary; R. E. Cleveland, Secretary; Trustees, C. A. Howard, Wm. Wilkerson, Robert Pryor, J. J. Harrison, Secretary; Local 505—E. L. Cary, President; B. A. McIntyre, Vice-President; T. A. Jones, Recording Secretary; A. Howard, Financial Secretary; J. L. Cary, Treasurer.

Brotherhood of Painters, Decorators, and Paperhangers, Local 1068—F. W. Deaton, President; J. W. Langley, Vice-President; J. L. Proctor, Secretary-Treasurer.

Bakers and Confectioners Workers' Local 308—J. Wilson, President; A. J. Davis, Vice-President; A. Lyles, Secretary; H. Mills, Treasurer.

Glass Bottle Blowers' Association, Branch at Alexandria, President, C. G. Cameron, Vice-President, J. H. Harrison, Secretary, J. H. Harrison, Recording Secretary; William Wilkerson, Financial Secretary; J. L. Cary, Treasurer.

Cigar-makers' Local Union, 110—Peter Hahn, President; Wm. Stahl, Vice-President; H. Whitehead, Recording Secretary; A. A. Cook, Treasurer.

Local Clerks' Local, 667—George Banta, President; Sidney Wolberg, Vice-President; John Graham, Treasurer; Harry Dochstager, Secretary.

Rolling Head of Blacksmiths' Local, 477—M. M. Prettyman, President; T. M. Arnold, Vice-President; George W. Hall, Treasurer; J. R. Harrison, Secretary.

International Association of Machinists, Local 580—Thomas L. Berkley, President; William Wilkerson, Vice-President; Charles Myers, Financial Secretary; W. H. P. Kelly, Recording Secretary; Thomas Hulish, Treasurer.

Journeyman Barbers' Local, 570—Robert McKenney, President; Charles Parker, Vice-President; Granville Tanch, Financial Secretary; T. O. Jackson, Recording Secretary; Tom Johnson, Treasurer.

Alexandria is not yet a city of smoke stacks, but that it is to be the manufacturing center of the South there is no doubt. The Capital City has no aspirations in the direction of factories, having smoke restrictions. Alexandria, considering its advantages of rail and boat shipping facilities, does not enjoy its rightful share of American industrial activity. Why this is so is hard to answer. The city has thousands of young men, and the city has a fine historic features, and it may be the impression is too general that Alexandria is a "has been." If visitors would stop and look at the modern side of the city they would see substantial business blocks, well-furnished stores, handsome residences and churches, a variety of important industries, and the city has a fine location in street car lines, lighting, water, paving, etc.

There are four glass blowing establishments, one of them making more than half the glass bottles used in the United States. The Portner Brewery is the largest in Virginia. The Emerson factory sends pumps to all parts of the world. The Alexandria Iron Works supplies structural material for buildings in the large cities of the East and North. One of our ship yards turns out some of the swiftest yachts known to eastern waters. Our sash and door factories are of large capacity and send their material to many outside points. A hundred hands are kept busy in a shoe factory making infant and children's wear. A silk throwing factory keeps 50 or more girls at work. Our furniture establishments are among the largest in the country. The raw material comes in by the ship load, and the manufactured product goes out to points all along the Atlantic coast from Maine to Florida. In all large and small, Alexandria has 72 industries engaged in the manufacture of some form of goods. Besides these are 744 small businesses engaged in the trade, no other city in the State shipping out more groceries and drugs. One of our banks is big enough to have eight or ten branches in as many different towns of the State. The in and out freight of the city averaged a hundred cars a day last year, or over 36,000. The railway traffic handled through Alexandria, the "Gate City," is estimated at the building of what is known as the Potomac Classification Yard, the largest of the kind in the country. They contain 40 miles of track and can handle 20,000 cars a day. Besides Alexandria has one of the best river harbors in the country and six steamer lines, the annual arrivals of vessels of all kinds running over 12,000. Alexandria is a port of entry and has over 100 vessels registered as their home port. The shipments of the railways last year were 36,455 cars, in and out.

The manufacturers, wholesalers and jobbers of Alexandria sold 20 millions of dollars worth of goods last year. No city of its size in the country equals it in the quantity of goods sold. It is ahead in some respects of cities in the South that are much larger. It is not a hard matter to sell goods in a retail store when the store is in the city. It is different when the wholesaler sends his men out over a number of States and sells goods in competition with other and larger cities. When you and a city that has a large jobbing business you have the mark of

a city of business ability, a city with solid foundations.

Some cities make more noise than others. Alexandria may be talked about over the country more, but Alexandria gets there with the goods. Business men all over the South know Alexandria and they never have occasion to discount anything that is said in praise of it.

Alexandria began its wholesale business before the days of railroads, when the country merchants were reached by boats and wagons. When the railroads came, Alexandria representatives were promptly in the field. Whenever a new railroad was opened, Alexandria and its drummers were on the first train. Alexandria has been after the business a long time; it always got its share and no city in the South knows better how to attract traveling men from some competitive market will now and then turn loose a remark that Alexandria has reached its zenith as a wholesale and manufacturing center. The disbelievers and utilizers of Alexandria refute all such stories.

The trade territory of Alexandria is growing. A large development is in progress in all the country about Alexandria. It is beginning to manufacture, on a large scale, some of the things it has to sell. Alexandria has the distributing yard of the great railroad system, and the country right at its doors. (A notice of the great Potomac yards, where thousands of cars are handled every day, will be found in another column.)

Alexandria has the added advantage of being a port of entry, and has connection with the sea by steamers and sailing vessels, and water transportation is the great leveler and regulator of freight rates. Alexandria can get goods from American seaport markets and distribute them to the interior. In connection with these advantages Alexandria has men at the head of its business interests possessing financial ability, wide vision and sterling qualities. They are increasing their training by giving customers a "square deal."

Alexandria is the gateway to the South and its abundance. The South has a monopoly in the growing of cotton. Already the South is manufacturing more bales of cotton by the use of the spindle and loom than our Northern neighbors, and when the South shall have woven her entire cotton crop into merchantable fabrics, which it is hoped she will do long, who can estimate the billions of wealth that will flow from the cotton crop alone?

The wealth of the South does not lie in the great wealth of the cotton crop alone, the untold riches of her iron and coal products, her products of timber and stone and marble resources are of untold value, when finished for the consumer's use on the lap of our country. The day is not far distant when an offer to buy our raw material will be refused, because the owners will then know that we cannot afford to sell our raw materials in the rough; one people have learned at last that our profits lie in the sale of the finished goods.

Who will be able to estimate our wealth when the hum of the city's machinery is heard throughout the Sunny South, from Alexandria to the Gulf, busily and industriously and economically producing the finished products, ready to be put on sale in every mart of the known world?

The South has not only raw materials for factory use, but her farms, gardens and orchards can be made to supply the tables of millions more of people.

#### THE SINEWS OF THE CITY.

Commerce, Capital in Trade, Extensive Retail Business.

In other columns of this issue an outline picture is given of Alexandria's commercial greatness, through its railway, steamboat, manufacturing, wholesale and retail business. A few brief statements relating to the general trade of the city will prove of interest. Large sums are invested here in a jobbing and distributing business, wholesale and retail. Alexandria is a few miles from the Potomac, and is in a square feet. Some of our merchants are direct importers, having trade relations with lands across the seas. Ships from all continents have been at the wharves of Alexandria.

Our city, however, as a retail center is steadily coming into prominence. There are now about 350 retail houses, our merchants appeal to an intelligent and cosmopolitan clientele. Purchasers from neighboring towns and communities of Virginia and Maryland are to be seen at the counters of our stores every day. Washingtonians are coming down to take advantage of the bargains afforded, where rentals and other expenses are not as great as in their home city. Our merchants are able to meet discriminating and varied tastes, the exacting requirements of people who want what they want when they want it.

There are reasons why the merchants of the South should buy goods in Alexandria. 1. Because freight rates from Alexandria to all points in the South are cheaper than from any city in the North. 2. Because the goods carried by Alexandria wholesalers are selected with a view to Southern needs. 3. Because Alexandria wholesalers have the capital and buy for cash, can discount bills, and give customers the benefit. 4. Because the Southern merchant can find in Alexandria what he wants at all times, at right prices and on satisfactory terms. 5. Because Alexandria wholesalers are able and willing to favor their customers, knowing that business is a reciprocal proposition, that the wholesaler's success depends upon the retailer's success.

6. Because Alexandria is the naturally located trade center for Southern merchants.

The merchants of Virginia and other States of the South will find in Alexandria everything he sells. Among the goods sold are the following: Agricultural implements, art goods, awnings, bakers' and confectionery articles, brick, barbed wire, beer, blacksmith tools, blank books, books and stationery, boots and shoes, brass goods, builders' hardware, cutlery, cakes and crackers, candles, carpets, cement, chinaware, cigars, clothing, coal, coffee, crockery, glass, hats, liquors, lumber, tools, machinery, mantels, millinery, mineral waters, notions, novelties, nursery supplies, painters' supplies, patent medicines, perfume, plumbing supplies, physicians' supplies, plumbers' supplies, poultry, produce, proprietary medicines, railway supplies, sand, sash, doors and blinds, sawmill supplies, school supplies, sewing pipe, sewing machines, show cases, skirts, stoves, tinware, toys, trunks, valises, twine, wire goods, wall paper, etc.

If there is a good not included in this list and that might be thought of, it is sold from Alexandria. It is not meant that there is a mere display of various articles, but in fact, the car and warehouse lots, and yet shown in a variety ample to afford every opportunity that a buyer could ask from which to select what he needs for his trade.

The wholesalers maintain a Chamber of Commerce. It is a strong organization, formed to advance the mutual interests of the jobbing business of Alexandria. The aggregate capital represented by the members is millions of dollars. They have money to do things on their own scale. When bills are to be discounted they are ready to get the discount and let their customers have the advantage.

The headquarters of the chamber on the corner of King and Washington streets are in charge of the energetic secretary, J. T. Preston, whose familiarity with his duties was acquired from years of experience in railroad agencies. Mr. Preston always extends a cordial welcome to visitors and supplies them with printed matter and information relating to Alexandria.

There are no anomalies in the layout of Alexandria. Without rugged hills, the founders of the city found a site that nature had prepared, and planning accordingly, the city grew in a "square" proposition. Beginning at the river, and paralleling it, is Union street, then in order westward we find Lee, Fairfax, Royal, Pitt, St. Asaph, Washington, Columbus, Allen, Henry, Payne, King street, the principal thoroughfare, the dividing line, the streets named being either North or South. North of King street and parallel in order are Cameron, Queen, Princess, Oronoco (the first street named in the original settlement), Pendleton, Wythe, Madison, Montgomery and First. South of King street and parallel in order are Prince, Duke, Wolfe, Wilkes, Gibbon, Franklin, Jefferson, Green and Church.

Street car service is supplied by the Washington, Alexandria & Mt. Vernon Railway, and good service it is, too. One hundred and twenty-six trains are operated between Washington and Alexandria, with stops at various suburban stations. The direct local service is on King street, between the Union depot and the steamboat landing.

Alexandria, of course, has its water works. The company was organized in 1850. This necessary feature of the city's life has been carefully fostered and is well equipped. The water comes from the distant hills, and is held for use in two reservoirs, 40 feet above the mean tide, having a total capacity of 16,000,000 gallons. The pumping capacity is 1,500,000 gallons a day. The system has a total of over a million main feet of pipe, and four inch in size, the pressure is from 25 to 35 pounds to the square inch. There are over 3,000 water takers, and the city has 150 fire hydrants. The water is unexcelled for purity and crystalline clearness. The company has had it frequently analyzed by chemists, and the various analyses are on file. The president of the company is Walter Roberts, while George Thier is secretary and treasurer. Alexandria is fortunate in having such a supply of pure water. The configuration of the city and its excellent sewerage system. The matter of drainage is one of importance, and the superior sanitary condition of the city is largely due to the thorough manner in which the plans of the engineering department have been carried out. The total length of the main sewers is now over 38,000 feet, in all 22 streets, averaging from a half-foot to five feet nine inches. If telephone and electric light wires are considered among the arteries, Alexandria is well supplied. The lighting of the streets is noticeable to all visitors. King street in particular putting on a big city appearance, from the brilliancy with which light blazes from its lamps, steps, fronts and signs.

There are two telegraph and two telephone companies, the pioneer and chief telephone concern being the Southern Bell Co., organized in 1881. When Wythe White became manager in 1894 the company had 112 subscribers. Now he has 550. The central office is at 216 King street, with Miss B. E. Keys in charge and working hours have been in the office since its organization, 27 years ago. She ably seconds the efforts of Mr. White in his work.

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